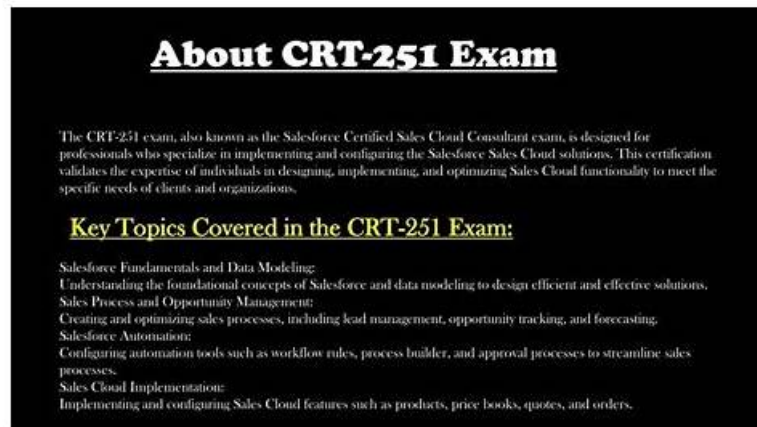


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Salesforce Certified Sales Cloud Consultant Sample Questions (Q48-Q53):

NEW QUESTION # 48

Cloud Kicks requires its sales reps to go through an internal certification process on myTrailhead before they add specific groups of Products to Opportunities.

Which two solutions should be used to validate that sales reps have completed the myTrailhead badge?

Choose 2 answers

- A. Use a Process Builder process on Products marked as requiring the myTrailhead badge to automatically share the Products with sales reps who have completed the badge.
- B. Use a validation rule on Products marked as requiring the myTrailhead badge to prevent those Products from being added to an Opportunity.
- C. Use a separate once book for the Products requiring the myTrailhead badge and only share the once book with sales reps who have completed the badge-

- D. Use a validation rule on Opportunity Products to prevent a sales rep from adding Products marked as requiring the myTrailhead badge if the rep has yet to complete the badge.

Answer: C,D

Explanation:

Explanation

Using a validation rule on Opportunity Products can prevent a sales rep from adding Products marked as requiring the myTrailhead badge if the rep has yet to complete the badge. The validation rule can check the value of a custom field on the Product object that indicates whether the myTrailhead badge is required, and compare it with a custom field on the User object that tracks whether the sales rep has completed the badge. If the validation rule evaluates to true, it can display an error message and block the addition of the Product.

Using a separate price book for the Products requiring the myTrailhead badge and only sharing the price book with sales reps who have completed the badge can also validate that sales reps have completed the myTrailhead badge. The price book can contain only the Products that require the badge, and it can be shared with sales reps who have a custom field on their User record that indicates they have completed the badge.

This way, only those sales reps can access and add those Products to their Opportunities.

NEW QUESTION # 49

Cloud Kicks (CK) has organization-wide defaults set to Public Read-Only for Opportunity. One of the Account Team roles at CK is Executive Sponsor. Account Team members with the Executive Sponsor role need Read/Write access to all child Opportunities. How should the consultant meet the requirement?

- A. Create an Account sharing rule to grant Read/Write access to Opportunities.
- B. Create an Opportunity sharing rule to grant Read/Write access to Opportunities.
- C. Create a flow to grant Read/Write access to Opportunities.

Answer: B

Explanation:

In Salesforce, organization-wide defaults (OWD) for the Opportunity object can be set to Public Read Only, meaning all users can view Opportunities, but only the record owner and users above them in the role hierarchy have edit access. When OWD is set to Public Read Only, additional access can be granted using sharing rules.

For Cloud Kicks, the Account Team role of Executive Sponsor requires Read/Write access to Opportunities associated with the Accounts they sponsor. Since the OWD is set to Public Read Only, the most effective method to grant this access is through an Opportunity sharing rule. Sharing rules in Salesforce are specifically designed to extend access to users in roles, groups, or territories without altering the OWD settings. By creating an Opportunity sharing rule, Cloud Kicks can ensure that all Account Team members with the Executive Sponsor role gain Read/Write access to related Opportunities, regardless of ownership.

An Account sharing rule would not work in this scenario because sharing rules for Accounts do not automatically extend to related Opportunities when OWD for Opportunities is Public Read Only. Additionally, creating a flow would not be as efficient or straightforward as using a sharing rule, which is Salesforce's recommended approach for managing access based on roles and relationships like Account Team roles

NEW QUESTION # 50

Universal Containers is creating a new program to allow customers to pay for large orders over the course of 1 to 3 years in monthly instalments beginning in the month the products are sold. The admin needs to configure Sales Cloud to accommodate the new pricing terms and to help the finance department forecast easily. What should the consultant recommend meeting the requirement?

- A. Create a Process Builder to create an Order for each instalment payment.
- B. Use Revenue Schedules to capture instalment payment plan details for each Product.
- C. Set the default quantities to 12, 24, and 36 in a new Price Book for instalment sales.
- D. Add a custom field to the Quotes object to capture the number of instalments.

Answer: B

Explanation:

Revenue Schedules allow you to recognize revenue from a product over a period of time, rather than at the time of sale. You can create revenue schedules for products that are paid in instalments, and specify the amount and date of each instalment. This can help

the finance department forecast the revenue more accurately and easily. Verified References:

* <https://developer.salesforce.com/resources2/certification-site/files/SGCertifiedSalesCloudConsultant.pdf> (page 15)

* https://help.salesforce.com/s/articleView?id=sf.forecasts3_revenue_schedule.htm&type=5

NEW QUESTION # 51

Northern Trail Outfitters (NTO) wants to improve the information profile of its current Contacts in salesforce by using social networking application (e.g. LinkedIn or Twitter) to add the information currently gathered for accounts, contacts and leads. Which solution should a consultant recommend to meet this requirement?

- A. Enable the salesforce to Social network API connection to sync records.
- B. Create custom fields that hold URL links to the social profile of accounts, contacts and leads.
- C. Define the social network fields and enabled then for account, contacts and leads.
- **D. Enable social Accounts and Contacts to link records to social profiles.**

Answer: D

NEW QUESTION # 52

The Sales manager at Cloud Kicks has asked an analyst to create a report when opportunities reach a certain stage with an amount equal to \$100,000 dollars. The analyst saves the report to the sales team's subfolder called Big Deals. The Big Deals folder is a subfolder of the sales team folder, with view access to the Sales Manager roles. The Sales Manager wants to subscribe to the report. Which permission does the Sales Manager need in order to subscribe to the report created by the analyst?

- A. Subscribe to Reports: Run Reports permission
- B. Subscribe to report permission
- **C. Chatter Subscribe to reports permission**
- D. Subscribe to Reports: Set Running User permission

Answer: C

NEW QUESTION # 53

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